

mpdm-connor.nolan--johannes.treutler--harumi-1						
Chat Filters						
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<input checked="" type="checkbox"/>	Participant	Entity	Login	Email		
<input checked="" type="checkbox"/>	Harumi Urata-Thompson	Celsius	UTNCMP49G	harumi@celsius.network	6	0
<input checked="" type="checkbox"/>	Johannes Treutler	Celsius	UP9BC1BR6	johannes.treutler@celsius.network	8	0
<input checked="" type="checkbox"/>	Connor Nolan	Celsius	U010ZEZPF52	connor.nolan@celsius.network	0	0
Harumi Urata-Thompson					2021-01-21 10:32:58.003 AM	
I had a talk with Alex about what happened last week (big seller, otc desk quoting lower purchase price to customers directing them to go to the market, our resting order at much lower price and we saw what we saw last week yasadayada...)						
Harumi Urata-Thompson					2021-01-21 10:33:43.003 AM	
He thought about it and says that's what he wanted -allowing market to go down and us buying back more CELs at lower price						
Johannes Treutler					2021-01-21 10:35:47.010 AM	
Ok good to know we met his expectation. And is that also what he wants to maintain for the next -30% or how does he feel about that?						
Harumi Urata-Thompson					2021-01-21 10:35:50.010 AM	
So I guess today's market is what he wanted. Let's let him have it. If we delay the \$5 bonus unlock a little bit that by itself is not the worst thing I suppose (we have to sell 15 million worth cel to finance this and I am just not ready for that)						
Harumi Urata-Thompson					2021-01-21 10:36:58.010 AM	
I will have a follow up talk RE: today's market but I think he needs to feel it first						
Johannes Treutler					2021-01-21 10:38:28.013 AM	
The last two days we gave markets more support to stop the huge drop of CEL in BTC & ETH, successfully .. guess we should stop that / don't add more support and just let markets do what they want to do.						
Johannes Treutler					2021-01-21 10:40:12.013 AM	
Thank you for the update						
Harumi Urata-Thompson					2021-01-21 10:42:28.017 AM	
Yes. I like to know for my knowledge where the sell is coming from though. Again ICO owner profit taking? Lots of small sells? So I am prepared to defend our position no matter what kind of question might come						
Harumi Urata-Thompson					2021-01-21 10:42:34.017 AM	
So you have insight yet?						
Johannes Treutler					2021-01-21 10:42:47.017 AM	
Now let me give you an update from OTC desk: I'm chatting with 2-3 x more people today than usual but 99% of it is • "Can I please step back from my deal" • "CEL is dropping like a stone please give me a better price" • "Can we please adjust to \$25k instead of \$100k" • "Can I please have my CEL immediately I need to hedge"						
Johannes Treutler					2021-01-21 10:47:23.023 AM	
seller as we traded between \$4.75-5.50 • 20% ICO participants • 70% guys who bought between \$0.2-\$1 • 10% guys who bought in the last 2-3 months Seller now that we trade below \$4.50 • 10% ICO • 60% \$0.2-\$1 • 10% \$1-\$2.5 • 20% \$2.5-\$6.5						
Johannes Treutler					2021-01-21 10:48:32.027 AM	
Keep in mind that the selling below \$4.50 is now 3.4..5 x more selling volume than the selling above \$4.50 ..... we are in the panic zone where people fear to drop back to \$1						
Johannes Treutler					2021-01-21 10:48:56.027 AM	
Don't know if these busy statistics were helpful ..						
Johannes Treutler					2021-01-21 10:51:42.030 AM	
In short: • The last few days we saw a large increase in selling from accounts that bought into CEL during the winter hype • The last few days a lot of OTC customers breached their contracts and sold 1-2 days after the deal, some wanted to cash in the discount, some just panic What we do against OTC seller - we decided to only offer discounts with a 30 day lock up going forward even if it makes more work for us.						